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UNCLAS MADRID 002735

SIPDIS

STATE FOR EB/ESP
U.S. CUSTOMS HQ FOR STRATEGIC INVESTIGATIONS
USDOC FOR 532/OEA/M.NICKSON-DORSEY/A.DYSON
USDOC FOR 3133/USFCS/OIO/PBUCHER

E.O. 12356: N/A
TAGS: BEXP ETRD ETTC SP
SUBJECT: PRE-LICENSE CHECK, CARLOS GARCIA PANDO

REF: USDOC 02022

11. COMMERCIAL ATTACHE NICHOLAS KUCHOVA AND FSN TRADE SPECIALIST CARLOS PEREZMINGUEZ CARRIED OUT THE PRE-LICENSE CHECK OF ISCAL AT POETA ANTGEL GONZALEZ, 10 33204 GIJON (ASTURIAS), SPAIN ON JULY 15, 2004.
12. THE CS TEAM MET WITH CARLOS GARCIA PANDO, OWNER OF THE COMPANY, MR. JESUS FERNANDEZ, OF THE "CENTRO TECNOLOGICO DE DISEÑO Y PRODUCCION INDUSTRIAL" (INDUSTRIAL PRODUCTION AND DESIGN TECHNOLOGICAL CENTER). MR FERNANDEZ INFORMED US THAT THEY WILL ACT AS LIASON BETWEEN THE REGIONAL GOVERNMENT AND PRIVATE COMPANIES PARTICIPATING WITH THE CENTER. THE CENTER WILL PROVIDE PARTICIPATING COMPANIES INFORMATION ON FIRMS SUCH AS ISCAL WHO CAN PROVIDE SERVICE TO APPROPRIATE CONSUMERS. AMONG THE PUBLIC/PRIVATE COMPANIES MENTIONED, WERE: ASTURIANA DE ZINC, HOSPITAL GENERAL, ISPECCION Y GARANTIA DE SEGURIDAD, ETC. MR. CARLOS GARCIA PANDO WILL BE PERSONALLY SUPERVISING THE CAMERA'S CONTROL AND USE. HE WILL KEEP THE CAMERA AT HOME, FOR SECURITY REASONS, (APPLICATION NUMBER: D320602 AND OEA/532 M. HAMES/ ANTOINETTE DYSON
13. THE COMPANY ISCAL IS LOCATED IN A WELLKNOWN NEIGHBORHOOD OF GIJON, THE COMPANY ALSO REPRESENTS OTHER U.S. BRANDS, SUCH AS FOXBORO AND LAND INFRARED IN THE ASTURIAS REGION, THEY REPORT TO LAND INFRARED IN MADRID, TO MR. INAKI ARAQUISTAIN, TELEPHONE NUMBER 91 630 07 91. MR. PANDO AND MR. FERNANDEZ WERE EXTREMELY COOPERATIVE AND FORTHCOMING WITH DATA IN SUPPORT OF THE COMPANY'S COMMERCIAL ACTIVITY REGARDING THE PRODUCTS SPECIFIED IN REFTEL. THE PRE-LICENSE CHECK PERTAINED TO A CYCLOPS PPM WHICH IS A PRIVATELABELED/OEM VERSION OF THE RAYTHEON 500D CAMERA. THERE ARE NO OPERATIONAL DIFFERENCES BEWEN THE CLYCLOPS PPM AND THE RAYTHEON 500D CAMERA. THIS ITEM IS CONTROLLED FOR NUCLEAR NON-PROLIFERATION REASONS AND THE END USE IS TO MANUFACTURE WIND TURBINE BLADES.
14. THE COMPANY HAS 5 EMPLOYEES IN THAT LOCATION PLUS THEY WORK WITH OTHER REPRESENTATIVES, ONE OF THEM WE MET LATER FOR FURTHER DISCUSSIONS ON THE USE OF THE EQUIPMENT. THE OFFICE WAS VERY BUSY, CRAMPED AND FILLED WITH VARIOUS TESTING AND SENSING EQUIPMENT. THE FILES SEEMED TO BE ACTIVE AND A RANDOM INSPECTION SHOULD AN IMPRESSIVE LIST OF CLIENTS USING ISCAL'S SERVICES. IT SEEMED APPROPRIATE THAT ISCAL WAS ADVANCING ITS TECHNOLOGICAL BASE.
15. CS WAS ABLE TO SCHEDULE THE VISIT WITH ISCAL WITHOUT DELAY REGARDING ISCAL. MR. GARCIA PANDO AND MR. FERNANDEZ UNHESITATINGLY ANSWERED ALL QUESTIONS PRESENTED BY CS STAFF.
16. RECOMMENDATION: ALL INDICATIONS ARE THAT THE PRODUCT WILL BE USED IN ACCORDANCE WITH THE TERMS OF THE EXPORT LICENSE AND CARLOS GARCIA PANDO CAN BE CONSIDERED A RELIABLE RECIPIENT OF SENSITIVE U.S. TECHNOLOGY.

MANZANARES